Russian Federation
In facts and figures

Moscow
7 Federal districts
11 time zones
89 Subjects of Federation

Population – 144,700,000
Territory – 17,000,000 sq.m.
Alfa Laval in Russia

Milestones

- **1903** – First representative office opened in St. Petersburg
- **1907** – Alfa Laval and Alfred Nobel opened a joint factory in St. Petersburg
- **1993** – Opening of AO “Alfa Laval” and acquisition of Potok factory
- **1995** – First plate heat exchanger assembling
Alfa Laval Potok

- Manufacturing and logistics facilities
- 280 highly qualified employees
- Training premises
- Convenient location
- Sales company and Operations
Sales company structure

Equipment

Process Technology

Parts & Service

www.alfalaval.com
Russia
Orders Received & Net Invoicing

Total rolling twelve months per (MEUR Fixed rates)

www.alfalaval.com
Orders received by Segment

Alfa Laval Group, January – December 2006, at constant rates
Orders received by Segment

Alfa Laval in Russia, January – December 2006, at constant rates
Unique production in Russia

Effective Operations

• Over 30,000 units produced up to date
• Modern technologies
• Top-equipped and a very efficient production site
• Extra-qualified personnel
• ISO 9001:2000
• All-Russia & CIS deliveries
Delivery program

- Plate heat exchanger manufacturing
- Plate heat exchanger assembling
- Plates
- Gaskets
- Pressure plates
- Air products assembling
Native technologies

- In-line with the protectionist authorities policy
- Perfectly meet market demands
- Unique in Russia

Other suppliers 20%
Local components 80%
Steps forward
Regional Sales Network expansion

- Murmansk
- Moskow
- Minsk
- St. Petersburg
- Kazan
- Samara
- Krasnodar
- N. Novgorod
- Tyumen
- Ekaterinburg
- Novosibirsk
- Irkutsk
- Vladivostok
- Almaty
Steps forward
Opening regional Assembling Units

- Murmansk
- Moscow
- Minsk
- St. Petersburg
- Novosibirsk
- Irkutsk
- Krasnoyarsk
- Krasnodar
- Kazan
- Samara
- Almaty
- Vladivostok

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Steps forward
Assembling of new products

Compabloc – for refinery applications
Steps forward

Decanter based modules for oil production, decanter reconditioning workshop

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The Equipment Division
Orders received by Segment
Alfa Laval in Russia, The Equipment Division
January – December 2006, at constant rates

- Comfort & Refrigeration
- Marine & Diesel
- Fluids & Utility
- OEM
- Sanitary
Comfort

- Russia – biggest district heating country in the world
- 42 channels

Focus

- Presence in regions
- Alfa Laval Potok Assembling Units in regions
- Standard Heating Systems Solution
Refrigeration & Cooling

- Market leader in Commercial Refrigeration.
- Air Heat exchangers assembling

Focus

- New Channels
- Industrial Refrigeration/ Air Conditioning Cooling Contractors
Marine & Diesel

- Very strong market position in Marine
- Diesel – in the beginning of its development

Focus
- New Marine Projects
- Russian Navy
- Diesel Market penetration
Sanitary

- Highly competitive market
- Demand for higher quality standards increasing

Focus
- Contractors Development
- New Channels
- End Users enlightenment
The Process Technology Division
Orders received by Segment

Alfa Laval in Russia, The Process Technology Division, January – December 2006, at constant rates
Focus

• Large Industry – presence
• Selectivity
• Projects and component sales
Process Industry

**Refinery**
- Lukoil, Rosneft, Yukos etc.
- Growth from 1,400 to 9,000 EUR in 2 years
- 30 refineries
Process Industry

- Steel, Cu, Ni, Zn Industry
- Pulp & Paper
Food Industry

- Brewery
- Vegetable Oil
- Viscous Food
- Fish and Meat
Energy & Environment

• Oil & Gas
  Gazprom, Lukoil…

• Power
  Nuclear and Conventional

• Environmental
  12 cities > 1mil.
  22 cities 0,5 – 1 mil.
  166 towns 0,1 – 0,5 mil.
  889 towns < 0,1 mil.
Parts & Service
Parts & Service

Focus on

- Customers Installed base knowledge
- Local presence
- Competence development
- Service leverage
- Decanter reconditioning
Marine – Parts & Service

- Upgrading is booming – demand for Heavy Fuel Oil operation
- 100 separation systems sold in 2005-2006
- Presence development in Far East region
Comfort - Parts & Service

- Total Alfa Laval installed base more than 30,000 units
- There are 32 authorized service partners in main cities
- Promotion of Value Added Service concept
- Focus on AllBrands business
Food – Parts & Service

- Focused areas are Brewery & Vegetable Oil
- Steady upcoming market
- Value Added Service
  Brewery development
Oil & Gas – Parts & Service

• Large installed base
• High potential market
Parts & Service

*Service as business*

- Service network expansion
- Start up local decanter reconditioning workshop
- Continuous competence improvement of customer’s processes
- Performance Agreement promotion